P.M.S. (Instruments) Ltd
At The Heart Of Healthcare Technology For Over 30 Years

Primary Care Cardiovascular Update

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P.M.S. (Instruments) Ltd.

ISO 9001 Registered

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A&D UM-101Mercury-Free Sphygmomanometer
The New "GOLD STANDARD"

Only £99.00
(excludes carriage and Vat)

The UM-101 retains the look and feel of a conventional Mercury sphygmomanometer and you use it in exactly the same way.

Instead of Mercury the UM-101 uses a vertical LCD screen with 2mmHg graduations as well as an additional digital display.

Place your stethoscope over the brachial artery, inflate the cuff using the bulb then deflate using the adjustable thumbwheel valve whilst listening for the Korotkoff sounds. The UM-101 Mercury-Free Sphygmomanometer is supplied with a medium sized adult cuff and other sizes are available if required.

How does it compare to Mercury and Aneroid Sphygmomanometers?

Comparison Table	UM-101	Mercury	Aneroid
Requires routine maintenance and cleaning	No	Yes	Yes
Environmentally friendly	Yes	No	Yes
Allows use of Auscultatory technique by trained observer	Yes	Yes	Yes
Uses electronic semi conductor pressure transducer	Yes	No	No
Lightweight, compact and portable	Yes	No	Yes
Displays pulse rate after measurement	Yes	No	No
Two year service interval	Yes	No	No
Independently clinically validated	Pending	Rarely	Rarely

The UM-101 Mercury-Free Sphygmomanometer, with its unique vertical LCD screen, is proving to be an accepted, reliable and accurate alternative to Mercury and Aneroid Sphygmomanometers.
Call 01628 773 233 for further details or to place your order.

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Clinic Or Home Use

The UA-767*Plus* 30 "AA" grade Clinically Validated digital blood pressure monitor is proving to be very popular for both Clinic and Home Use.

This simple and easy to use device can be used by medical professionals for reliable and repeatable measurements and because of its large 30 reading memory it can also be used at home by those patients that require longer term monitoring.

Optional accessories include small, medium and large cuffs as well as a mains adapter.

The UA-767*Plus* 30 digital blood pressure monitor is just one of the fourteen different models that are available from P.M.S (Instruments) Ltd, all of which are Clinically Validated "AA" grade as issued according to the British Hypertension Society Protocols.

Automatic Blood Pressure Monitor

UA-767*Plus* 30

- Independently validated AA grade to British Hypertension Society guidelines.
- Irregular heart beat indicator.
- World Health Organisation blood pressure classification indicator.
- Large, easy to read LCD screen.
- 2-Year warranty (terms and conditions apply).
- 30 Reading memory with averaging function.
- Includes batteries, medium sized cuff (latex free, 22-32cm), carry pouch and user instructions.

Normally ~~£65.00~~ Now Only £38.94 (excludes carriage & Vat.)

Resuscitation — Do you Meet The New Guidelines

The Resuscitation Council issued revised guidelines during December 2005, on the use of automated external defibrillators (AED). The new guidelines reflect the fact that a positive outcome is more likely when the chest compression to breath ratio is increased from 15:2 to 30:2.

Training courses now reflect these changes and these changes mean that existing defibrillators need to have their software protocols amended to take into account increased CPR time between shocks. Some defibrillators can be upgraded for as little as £95.00, whereas in other cases the defibrillator will need to be replaced. If your defibrillator needs to be replaced then one option is the New LifePak Express from Medtronic.

LifePak Express Defibrillator

This defibrillator is fully compliant with the new guidelines as issued by the Resuscitation Council.

Specifically created for the first person at the scene of a sudden cardiac arrest, the Express is so easy to use it is even suitable for the minimally trained responder. Clear voice prompts guide the user at all times and a centrally located flashing button makes it clear what the user should push if the defibrillator determines a shock is required.

The Express is supplied with one Charge-Pak, Quik-Pak Electrodes, user manual and a five-year warranty.

Only £995.00

(excludes carriage & Vat)

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News & Views

Are Waiting Room Blood Pressure Monitors Worth It?

Yes is the resounding answer according to an article that was written by Brian Eastwood in the March edition of Practice Management. Brian, Practice Manager at Parkfield Medical Centre, initially thought that the Clinically Validated TM-2655P Waiting Room Blood Pressure Monitor would be a "one minute wonder", however he admits that he was wrong.

In fact, despite initial misconceptions, the TM-2655P waiting Room Blood Pressure Monitor has reduced the typical number of blood pressure reviews from 102 to just 34, a saving of four hours per week! Whilst also ensuring QoF targets are met. He also commented that "Patients think the idea is excellent and the machine is in frequent use".

WEEE Directive

The Waste Electrical and Electronic Equipment (WEEE) Directive came into force on 15th March 2007. The primary purpose of this directive is the prevention of waste electrical and electronic equipment, and to promote the re-use and recycling of such items so as to reduce it's disposal via landfill sites or incineration. As a responsible, environmentally aware company, P.M.S (Instruments) Ltd are fully compliant with this new legislation and are registered with an Environment Agency approved compliance scheme.

Defibrillators — Should Every GP Practice Should Have One?

According to the British Heart Foundation (BHF) every GP Practice should have a defibrillator. The BHF has published figures showing that half of all patients who arrest in a Practice equipped with a defibrillator survive. A further study has shown that only 45% of Practices currently have such a device.

Given that an increasing number of Sports Centres, Shopping Centres and Stations now have a defibrillator installed on their premises surely all Clinical Areas should have immediate access as well? What would your Practice do in the event of an on site heart attack?

The LifePak Express at £995.00 (excluding carriage & Vat) is all it costs to buy a defibrillator — make a difference, save a life, buy your defibrillator today.

NEW Clinically Validated 24hr ABPM Monitor

The ABPM-05 has recently been added to the list of Clinically Validated monitors featured on the British Hypertension Society website (BHS).

The ABPM-05 ambulatory blood pressure monitor utilises and incorporates the latest technology, and is very small, lightweight at 190g, compact and extremely easy to use.

As you would expect the ABPM-05 is supplied complete with medium and large cuffs, rechargeable batteries, battery charger, USB cable, carry pouch, CardioVisions software and a two-year warranty, all for only £1,495.00 (excluding carriage and Vat).

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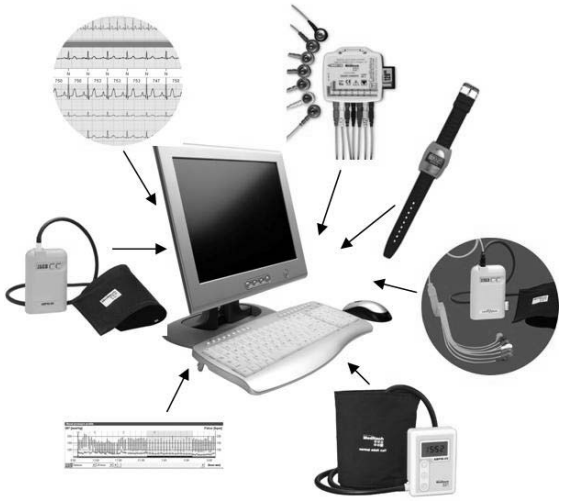
Electronic Records

Why can't we link an ambulatory blood pressure monitoring (ABPM) session or an ECG recording with the patients' notes on my Clinical Management System?

This question is asked many times by GPs and on the face of it this seems like a straight forward request. With the advent of Integrated Healthcare Systems, "Paperless" Practices, the National Programme for IT and the true electronic patient record, this process is now even more relevant.



Many GP practices are familiar with scanning documents and attaching these to patient records, but there are practical problems and disadvantages when doing this. If you scan an ECG recording, whilst it provides a useful snap shot it is difficult to take measurements from the record and / or interpret the ECG, since the parameters of the scan will change the original scale of the report. You also lose all functionality such as zoom, compare or measure and scanning can be very time consuming utilising large amounts of hard disk space.

CardioVisions from P.M.S (Instruments) Ltd allows you to attach or link ABPM and ECG reports directly into the notes of a patient's record and it's free.

CardioVisions along with the E-Lite ECG and the Merlin Event ECG analysis software allows the user to view, save, print or indeed attach the results of a monitoring session directly into the patients' notes within your Patient Management System. Monitoring sessions can now be saved to a network and then attached to individual patient records without the need to generate a paper report.

When the attachment is opened, it automatically opens up the relevant software and then displays the monitoring session, giving the user full functionality to view, compare and evaluate the results easily and effectively.

In essence the CardioVisions software provides flexible programming and retrieval of data from various devices such as ABPM, ECG Event Recorders and combined monitoring devices. Whereas the E-Lite ECG system is for resting ECG sessions and the Merlin is for longer term ECG Event recording.

Why waste time printing, copying or scanning when you can attach?

To download any or all of these free software applications simply visit the following web site; http://www.pmsinstruments.co.uk/new.htm

seca 764 Class III Digital Measuring Station with Printer

The NEW seca 764 Digital Measuring Station with Printer has been designed for professional GP use and compliments the Waiting Room Blood Pressure monitor perfectly.

This Class III mains powered device is a combined scale (250kg capacity), height and body mass index (BMI) measuring station with built in printer. As more emphasis is being put on obesity this measuring station could help you to help your patients. It is easy to use, easy to operate and can be used in-conjunction with the TM-2655P Waiting Room Blood Pressure Monitor to provide a one stop, self care area within your waiting room.

Allowing patients access to equipment such as this in order that they can weigh, measure and monitor themselves will considerably speed up the consultation process saving valuable time and resources.

£799.00

(excludes carriage and Vat)

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